Smoking Ban ->

① extensive survey - Thousands of companies to get a fix on
what is going on ->
- interest in smoking policy

TARGET universe

ⓐ identify companies that have
policies -> help them w accomodation

↳ ⓑ workplace kit -> contracted w third
party to go into business

lay out questions on science
how to canvass EE's
lounges

[illegible]

company does
environmental work

↳ no RJR identification

-> working on developing ~~eff~~ cost-efficient
lounge

Sears

Ford - RJR works with Ford

-> 1st go to companies without bans
- A list of key companies ↗ size
↘ visibility

Dupont -> smoking tied into fears of job security
-> smokers not included to stand up & speak out

Presentation 30 odd companies

FORD - year process]

Sears -> need to generate outside pressure

① -> run into Dupont -> ally not our smokers

-> Tried to generate letters from smokers rights "heard about your policy" "please don't change"

② -> states rights people - contact

③ -> corp. help -> Jim Johnson contact Co-Co

-> offer to send people in and identify smoking lounges.

Sears || How to crack -> concerned about not giving the impression that we are trying to organize their EE's.

<- Dupont over ->

keep lines of communication open -> on how we work together ->

- pool intelligence]
- meet Maine

-> Have engineers feel able to have follow-up.